TRICARE Region 1 Medical/Surgical & Equipment Standardization Program

Region 1 Tri-Service Regional Business Office

Marketing Brief

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TRI-SERVICE REGIONAL BUSINESS OFFICE TEAM

- Tracy Martin-Tilghman, MS – Team Leader
- Keith Bostwick, BS – Data Analyst
- Larry K. Shaughnesy, MS, RN, CDR/NC/USN-RET
  Clinical Analyst

Why Standardization Program Exists?

- OSD(HA) Policy to implement regional logistics programs under TRICARE Lead Agent leadership…Army is Executive Agent
- Initially a regional effort, developed independently in some Army Regional Medical Commands and TRICARE Regions
- All Service Deputy Surgeon Generals have approved implementation along TRICARE regions

Why Standardize?

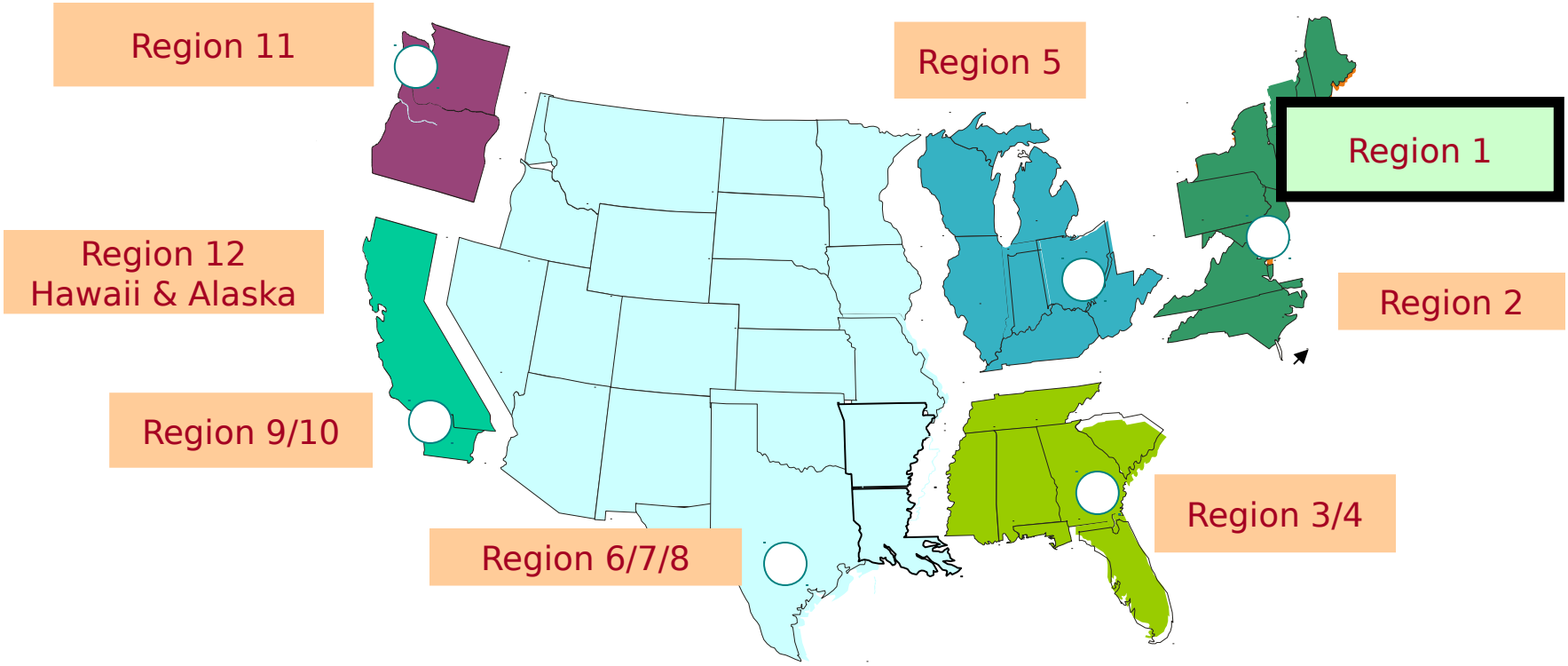
A clinically led enterprise will reduce the number of different products within specific product lines to allow for volume discounts; improve quality of care by thoroughly reviewing products.

Best value purchasing will maximize inventory space and improve caregiver satisfaction through involvement in item selection at the facility level.

Continuity pertaining to product knowledge can be obtained by staff during deployment situations promoting readiness and improved clinical outcome.

A reduction in inefficient local buying methods like credit card usage and local purchases.

Tri-Service Regional Business Offices (TRBO)



Standardization Components

Tri-Service Regional Business Office (TRBO)

- Facilitates Standardization Meeting
- Collects data/computes savings
- Documents process/decisions
- DSCP-Medical Forward Presence

Tri-Service Product Review Board (TPRB)

- Manages process
- Sets priorities
- Approves decisions

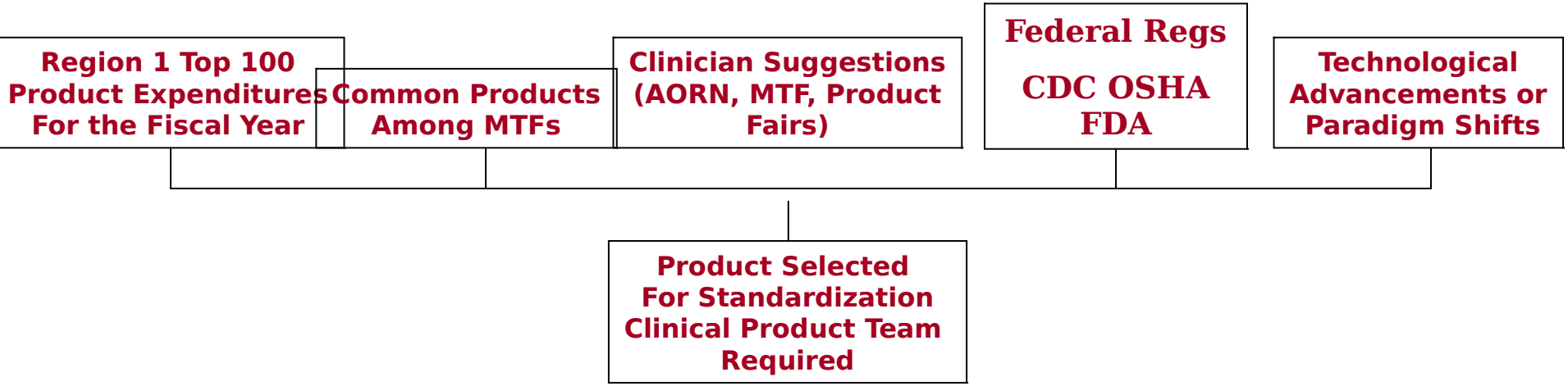
Clinical Product Team (CPT)

- Recommends items for standardization
- Performs product review
- Provides rationale for decisions

DSCP Directorate of Medical Materiel

- Prime Vendor and ECAT Programs
- Provides sales usage data
- Manages DAPA for committed volume items

How Are Products Selected For Standardization?


Region 1 Top 100 Product Expenditures For the Fiscal Year
Common Products Among MTFs
Clinician Suggestions (AORN, MTF, Product Fairs)
Federal Regs
CDC OSHA FDA
Technological Advancements or Paradigm Shifts
Product Selected For Standardization Clinical Product Team Required

CLINICAL PRODUCT TEAM or CPT

A body of clinical representatives from the partnering MTFs appointed by their Command via TPRB Members

- Appropriate clinical expertise for product.
- Develops clinical criteria.
- Performs product review and evaluations.
- Provides rationale for decisions.
- Selects and recommends “best product” to TPRB for final vote.

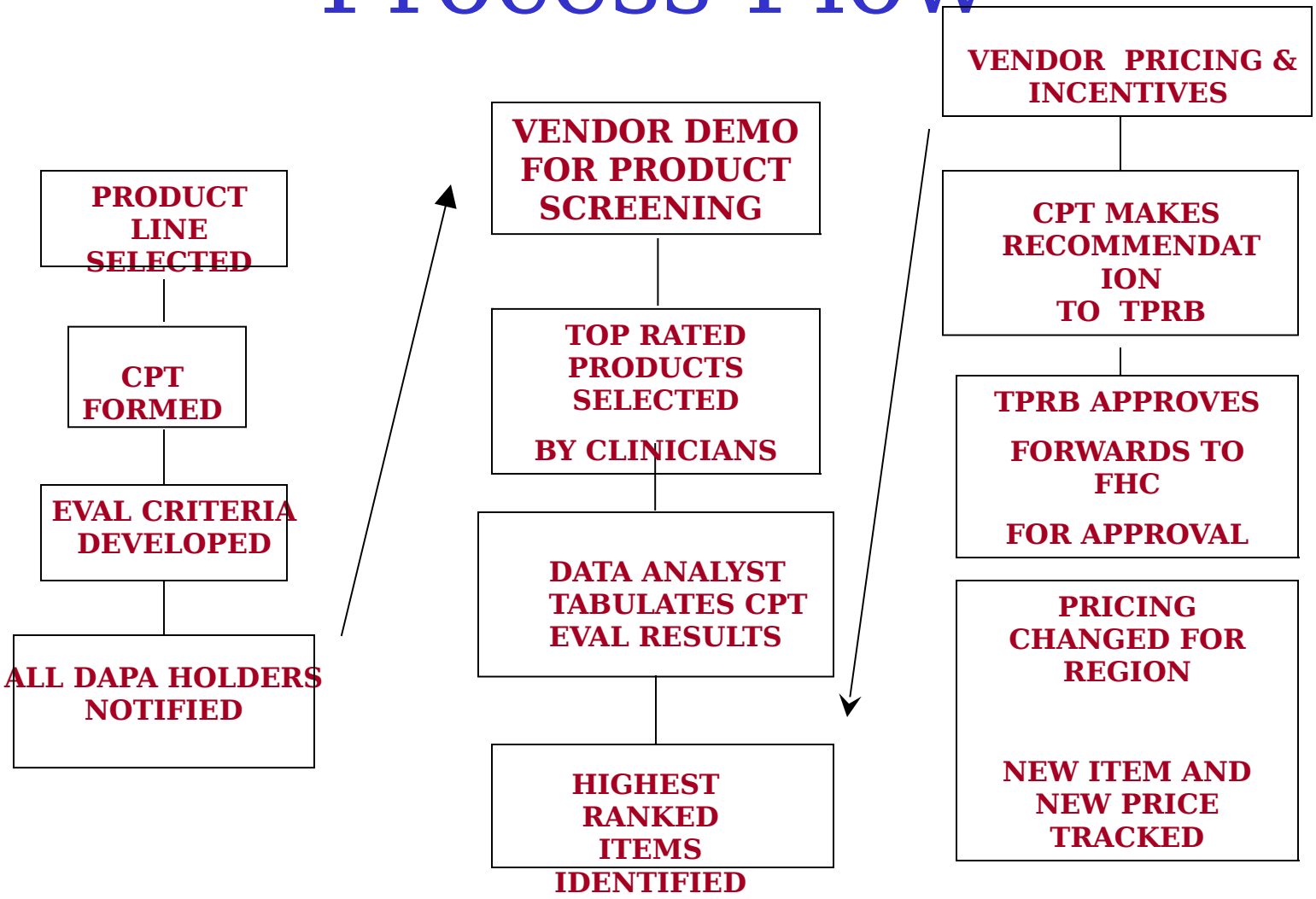
Who Is Represented On The Team?

- Clinicians from the Partner facilities
  - Doctors
  - Nurses
  - Technicians
  - Logisticians
  - Infection Control Practitioners
  - Educators
- Who is not?
  - Vendors, salesmen, contractors who may have vested interest……***procurement sensitive*** information!

Who Directs the Team?

- Each CPT has at least one rep from each service participating in the initiative (minimum 2 Services-Army/Navy; Air Force/Army, etc).
- A “Team Leader” is appointed who coordinates the work of the CPT facilitated by the TRBO Clinical Analyst.
- The TRBO Clinical Analyst facilitates/eases the workload of the CPT with tasks such as:
  - Contacting vendors
  - Facilitating CPT meetings
  - Initiating and reporting data analysis results

Process Flow



Evaluation Criteria

- CPT develops desirable product specs and clinical criteria (often use criteria from another Regions as starting point and/or professional/regulatory standards)
- Criteria must be objective and measurable
- Patient Comfort (patient input sampled as appropriate)
- Patient Safety
- Functional Features (ease of use by clinical staff)
- If criteria weighted, ordered by “value”

Additional Criteria Considerations

- Regulatory Agency Guidelines/Regulations

  CDC, OSHA, FDA, etc.

- Single Use Device (SUD) Reprocessing

Conduct of the Product Demos

- No deviation from established evaluation criteria.
- Fairness and Equitability for all vendors; fair and quick demo
- **Do not** discuss results with anyone outside the standardization process…….. ***procurement sensitive***

Product Evaluations

- Prefer “Evaluation” rather than “Trial”.
- “Controlled” as much as possible.
- CPT selects appropriate sites (MTF/clinical unit).
- Requires careful planning and organizing.
- Data analyzed by TRBO Data Analyst; property of TRBO; not shared with vendors.
- Vendor FOIA inquires must go to DSCP.
- Vendor Pricing Proposals requested based on Regional usage volume.

DATA ANALYSIS

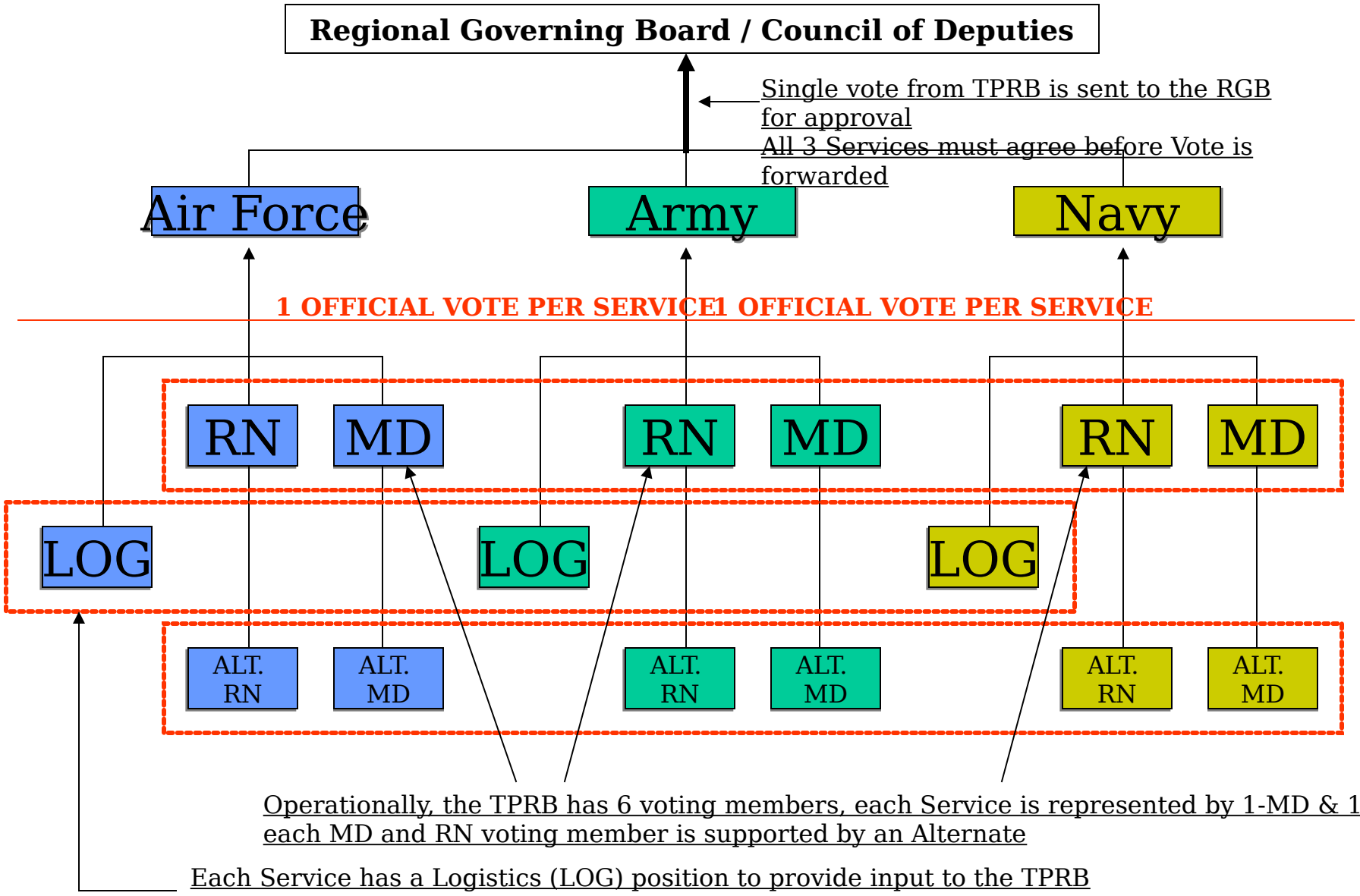
	A	B	C	D
CRITERIA	W	X	Y	Z
Training of staffprior to starting the evaluation?	8	8	8	8
If selected as the standardized product will educational support be supplied?	8	8	8	8
Free product, dispensers, and dispenser installation for the evaluation?	8	8	8	8
If selected you will provide free dispensers and installation?	8	8	8	8
Antimicrobial activity persists for how many hours on hands?	19	18	17	19
CDC recommended amount of alcohol (>60% or >50% with quatammon/hex/CHG)	15	20	20	15
Can the product be dispensed without hands?	8	8	8	8
Standard amount dispensed with each activation?	12	3	8	4
Ease of dispensing?	20	15	18	8
Different dispenser sizes available? *List various sizes in comments.	3	7	6	6
Product has a system in place to prevent contamination, clogs, and leakage?	12	6	10	12
If the product has a line filter can it be easily changed?	10	12	10	14
Product physical characteristics:	LOTION	LOTION	RINSE	FOAM
Ease of recommended scrubbing procedure?	20	20	18	10
Evidence of dermal irritation?	15	20	20	15
Initial response to application / fragrance?	18	13	10	12
How is drying of the product accomplished?	8	8	5	6
Specified drying time?	13	20	13	18
Is the ease of gloving affected by the product?	5	5	6	12
Is the product currently available in sufficient quantity?	8	8	8	8
Trial quantity supplied will be adequate for the full evaluation?	8	6	8	6
Are there any special storage or disposal requirements (contains alcohol)?	7	3	6	5
Product can be deployed with the troops in the field environment (contains alcohol)?	7	6	7	4
Can the product be air dropped to the troops in the field (contains alcohol)?	7	6	7	4
	247	236	237	218
Maximum Score Possible	276	276	276	276
Percentile Rank	89.49%	85.51%	85.87%	78.99%

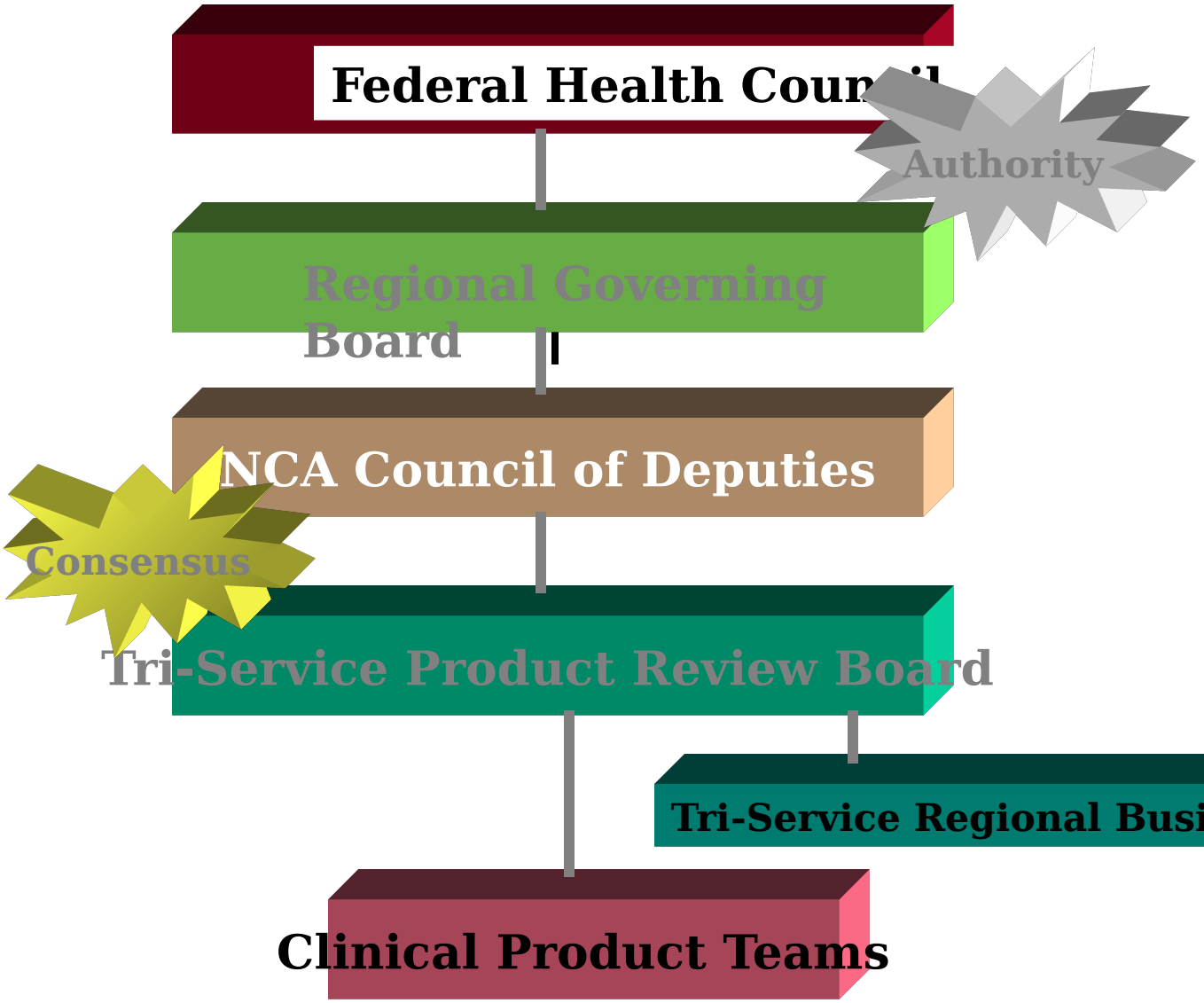
A: first choice

C: second choice

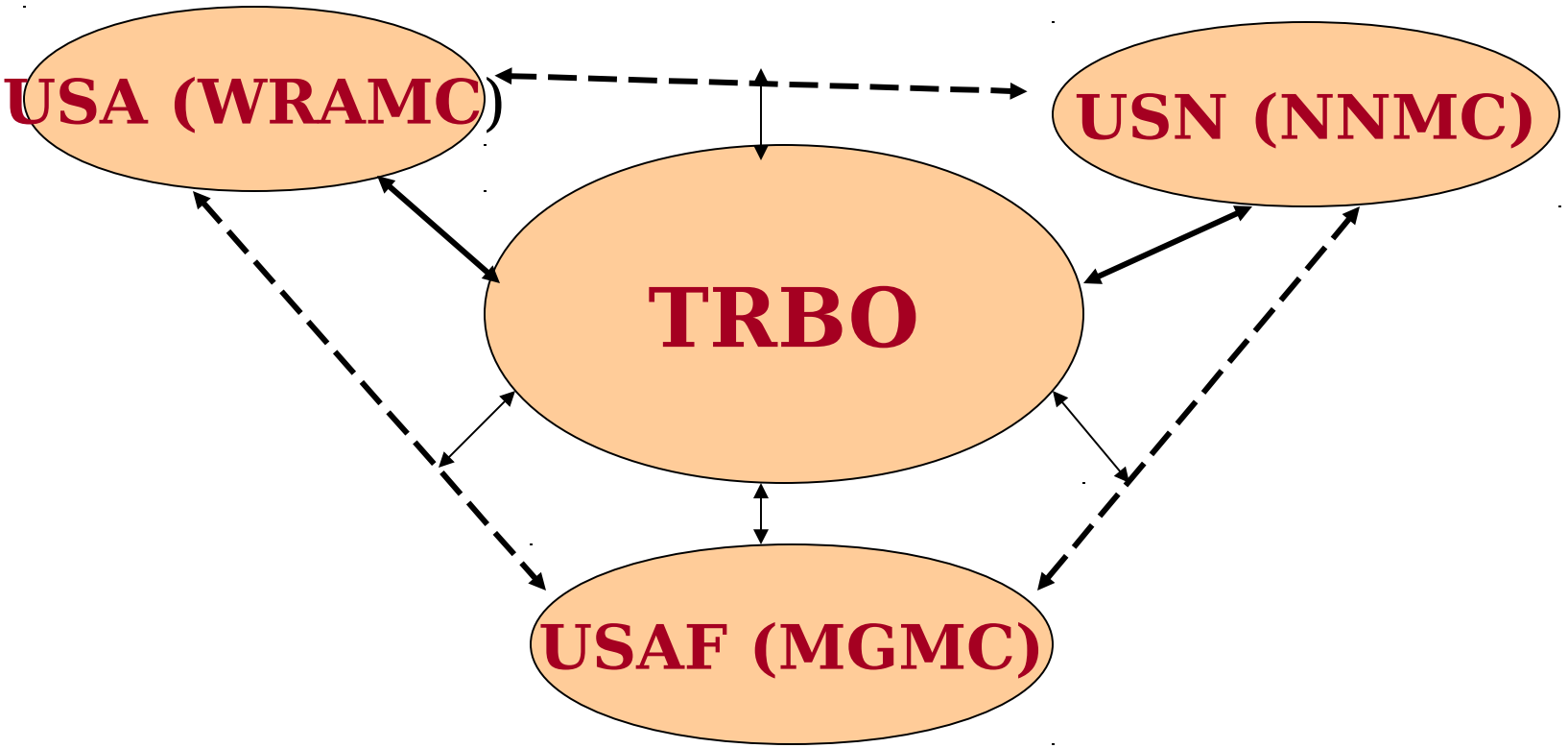
CPT Review/Recommendation

- CPT reviews clinical packages along with pricing proposals to determine “best product value” –not necessarily the lowest price package.
- CPT reaches consensus and Team Leader makes recommendation to Tri-Service Product Review Board (TPRB).
- TPRB will approve/disapprove recommendation and forward through National Capital Area approval process.


Regional Governing Board / Council of Deputies
Single vote from TPRB is sent to the RGB for approval
All 3 Services must agree before Vote is forwarded
Air Force
Army
Navy
1 OFFICIAL VOTE PER SERVICE
1 OFFICIAL VOTE PER SERVICE
RN
MD
RN
MD
RN
MD
LOG
LOG
LOG
ALT. RN
ALT. MD
ALT. RN
ALT. MD
ALT. RN
ALT. MD
Operationally, the TPRB has 6 voting members, each Service is represented by 1-MD & 1-R
each MD and RN voting member is supported by an Alternate
Each Service has a Logistics (LOG) position to provide input to the TPRB


Federal Health Council
Authority
Regional Governing Board
NCA Council of Deputies
Consensus
Tri-Service Product Review Board
Tri-Service Regional Business Offic
Clinical Product Teams

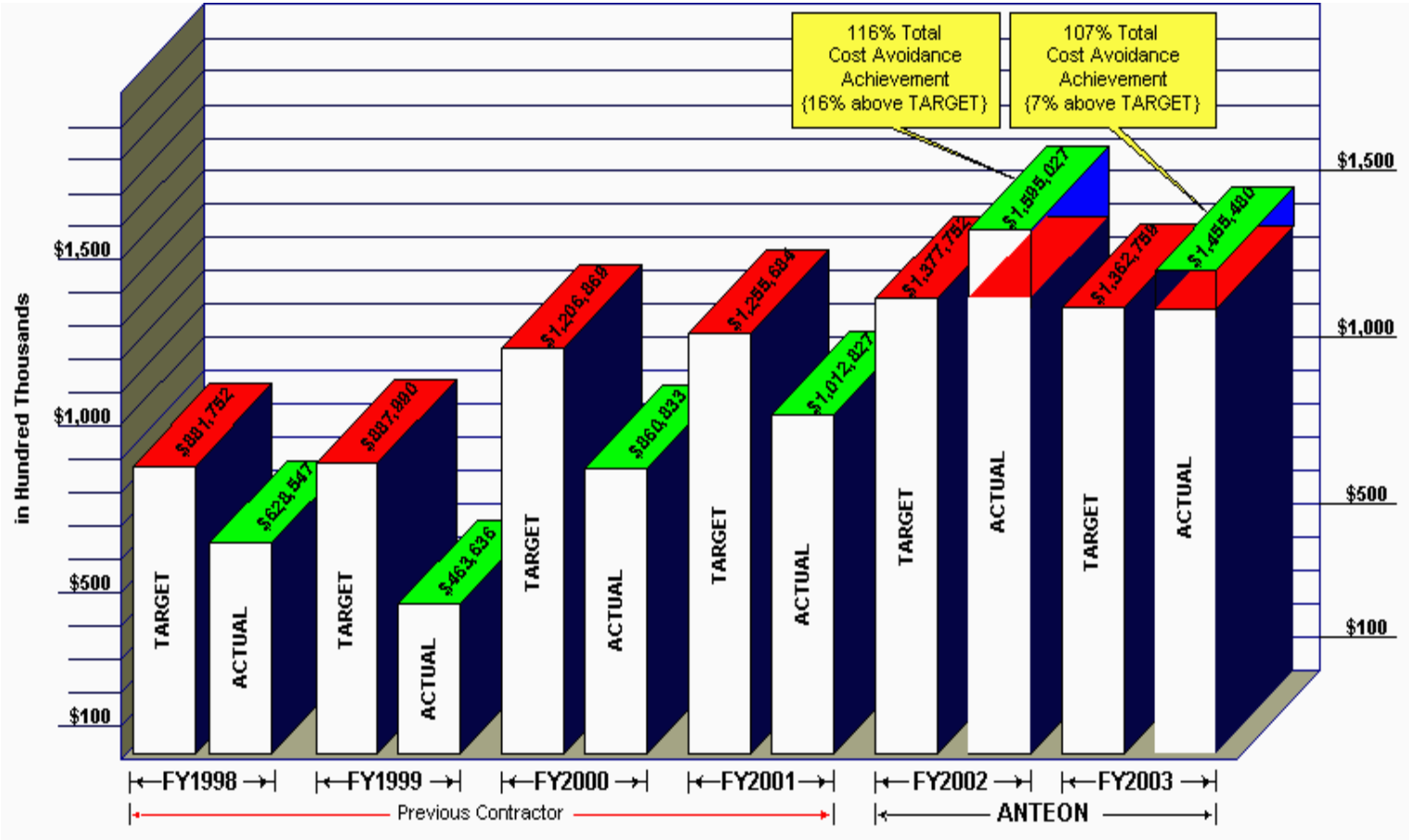
Standardization Circle of Communication



Historical Region 1 Cost Avoidance

Year	Projected	Actual		%
1998	**$ 881,752**	**$ 628,547**		**71%**
1999	**$ 887,990**	**$ 463,636**		**52%**
2000	**$1,206,869**	**$ 860,833**		**71%**
2001	**$1,255,684**	**$1,012,827**		**81%**
2002	**$1,377,752**	**$1,595,027**		**116%**
2003	**$1,362,759**	**$1,455,480**		**107%**
2004	**$1,517,510**	**$ 536,872**	**(1st Qtr)**	**35%**
Total	$8,490,319	$6,553,222		

Historical Region 1 Cost Avoidance



Current Product Initiatives

- **Sequential Compression Devices (SCD)** for DVT prevention (implementation completed in all NCA facilities)
- **Brushless Surgical Hand Scrub (BSHS)** for the MOR (implementation completed in all NCA facilities)
- **Sharps Containers (SCON)** (implementation in progress)
- **Central IV Line Dressing Change Kit (CLDK)** (selection made; pending TPBR vote and announcement)
- **Adult Incontinence Garments/Pediatric Diapers (ICON)** (currently undergoing vendor demos)
- **Basic Wound Care Products (WCP)** (in lit review)
- **Patient Return Electrodes—Electro-Surgery (DPRE)** (pending lit review)
- **Basic Urology Supplies (UROL)** (pending criteria dev)
- **Pulse Ox Sensors (PODS)** (pending criteria dev)
- **Enzymatic Surgical Cleaning Supplies (SCS)** (pending criteria dev)
- **Upcoming**: O2 Regulators; IV Infusion Pumps; Dialysate for Kidney Dialysis

Regional Standardization Website:

www.dmmonline.dscp.dla.mil

DMM ONLINE

DEFENSE MEDICAL MATERIEL

Questions ???